

Message Text

UNCLASSIFIED

PAGE 01 BERLIN 05641 071730Z

64

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 071315Z APR 76

FM AMEMBASSY BERLIN

TO USDOC WASHDC

INFO SECSTATE WASHDC 2392

USMISSION USBERLIN UNN

UNCLAS BERLIN 5641

E O 11652: NA

TAGS:

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: 10 FAM 946.2

1. DURING THE LEIPZIG FAIR, EMBASSY ECON/COMMERCIAL OFFICER WAS APPROACHED BY ERIC T. SPIVEY, A WEST BERLIN-BASED REPRESENTATIVE OF FOUR BRITISH COMPANIES DOING CHEMICAL BUSINESS WITH THE GDR. SPIVEY ASKED THE EMBASSY'S ASSISTANCE IN CANVASSING U.S. INDUSTRY INTEREST IN SUPPLYING A REACTOR VESSEL FOR VEB PETROLCHEMISCHES KOMBINAT SCHWEDT FOR PRODUCTION OF TEREPHTHALIC ACID. GENERAL SPECIFICATIONS ARE AS FOLLOWS:

OPERATING PRESSURE: 7 ATMOSPHERES, OPERATING TEMPERATURE: 160 DEGREES CENTEGRADE, DIAMETER: 3200 MM; HEIGHT: 7400 MM; VOLUME: APPROXIMATELY 50 CU. METERS; MATERIAL: TITANIUM PLATED BOILER.

2. SPIVEY SAID ONE VESSEL IS NEEDED IMMEDIATELY, AND TWO MORE WILL PROBABLY BE ORDERED IN TIME. HE SAID THAT SPEED OF DELIVERY WILL BE AN IMPORTANT DETERMINANT OF WHO IS SELECTED AS SUPPLIER, AND SPIVEY THINKS A COMPANY THAT COULD DELIVER IN FIVE TO SIX MONTHS WOULD HAVE A GOOD CHANCE OF GETTING THIS ORDER, AND POSSIBLY TWO MORE.

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3. MORE DETAILED SPECIFICATIONS FOLLOW BY POUCH TO

BEWT/HASFURTHER. POTENTIAL SUPPLIERS SHOULD CONTACT
ERIC T. SPIVEY, 1 BERLIN 30, MARBURGER STRASSE 3, TELE-
PHONE 211-84-74, TELEX 18-3990.COOPER

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NNN

Message Attributes

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